

ALM POSITIONERS

When Performance Counts... We Deliver



MHL2P
Head & Tail Stock



MHL1P
3 Axis



Position for Productivity & Profits

What is the most effective method to improve production output and reduce cost?

- Typically 85% of the cost to weld is in labor and overhead
- Only 15% of the cost to weld is in the consumables
- Increasing manufacturing and assembly efficiency will result in a significant **COST SAVINGS**

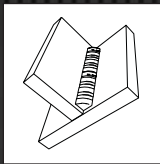
Using the proper positioner will offer a number of advantages:

- **Improved weld quality**

Utilizing a positioner can avoid inverted or vertical welding positions improving both weld quality and deposition rate

Example: Typical T joint weld 1/2" fillet 30 foot long. A poorly positioned part is limited to a 5/16" weld and requires a double pass with many restarts to meet a 1/2" weld size (AWS-D1.1).

In the 1F position, the operator can increase his wire feed speed to 450-500 ipm. He can now meet code for 1/2" weld in a single pass. This eliminates the 30 or so restarts for each pass and increases deposition from 9 pounds per hour to 14 1/2 pounds per hour. All that is changed is weld position and wire feed speed! No additional investment.



- **Simplified tool access**

Speed up Welding, Cleaning, Grinding, Deburring, Drilling, Bolting, Blasting

- **Consistent repeatable assembly procedures**

Assemblies can be consistently positioned for manual weld, programmed welding procedures or robotic operations

Reliable positioning will allow improved production time

Repeatable assembly processes support reliable production and manpower schedules

- **Higher productivity and reduced consumables**

The weld quality example above illustrates a 37.9% improvement in welding productivity

- **Reduced time to position or reposition assemblies**

- **Proper use of other capital assets**

Cranes, fork trucks or other lifting equipment is not tied up supporting weldments and can be used in other material handling functions

- **Proper ergonomics with reduced operator fatigue and injury risk**

Welding or assembly procedures can be positioned for easy access by the worker

Reducing employee fatigue improves production, employee morale and reduces injuries

Securely positioned assemblies reduce assembly and repositioning hazards

- **Higher throughput and profits**

Fixed base or adjustable base positioners have boosted plant throughput 35% or more

Increased plant throughput will offer significant **PROFIT** advantages



When Performance Counts...Count On ALM



Test your ROI (Return On Investment) Opportunities:

Example

Labor & OH Rate	Daily Production Hours	Daily Labor & OH Cost
\$ <u>55</u>	X <u>8</u>	= \$ <u>440</u>

Fill In Your Values Below

Your Labor & OH Rate	Your Daily Production Hours	Your Daily Labor & OH Cost
\$ _____	X _____	= \$ _____ (A)

Estimate the labor & OH savings %, that you are comfortable with in your facility using a positioner:

(Example - 10%, 15%, 25% or any % of your choice)

Estimated Savings in %	Your Daily Labor & OH from Above (A)	Daily Savings
_____ %	X _____	= \$ _____ (B)

Estimate the annualized savings: (using 250 work days annually)

Daily Savings from (B) Above	250 Work Days	Annual Savings
\$ _____	X <u>250</u>	= \$ _____

From the annualized savings you can figure your ROI and PAYBACK



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